

### New HUB Punchouts:

**AHI (MSC HUB):** An Industrial Supply HUB for MSC, your source for your metalworking tool, and maintenance, repair and operations products

**Competitive Choice (Graybar/Ferguson HUB):** is a wholesale distributor of facility maintenance, chemicals, construction, safety & security, MRO, JAN SAN, industrial supplies, food services, office supplies & more!

**Coastal Office Solutions (\*Under-construction\*):** Punch-out pending, will provide office supplies, furniture, and other services

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### Special points of interest:

- TAMU-CC HUB Office will be participating in the upcoming Small, Minority, Women, & Veteran Business Owners Bexar County Business Conference and Expo on 12/6/2023 in San Antonio  
<https://www.bexar.org/3691/SMWVBO-2023-Conference>

- Delmar Apex Accelerators will be hosting "The Coastal Bend Contracting Summit & Expo", TAMU-CC HUB Office has been invited to represent and to provide valuable insight on how to do business with the University on 12/1/2023 at Delmar

## TEXAS A&M UNIVERSITY - CORPUS CHRISTI FY 2023 ANNUAL HUB RESULTS ARE IN!

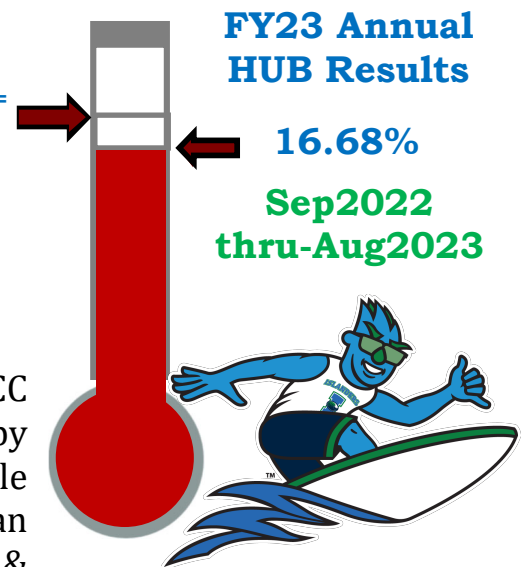
TAMUCC's Annual HUB results have been posted: **16.68%**.

**New FY24 Goal = 19.06%**

The University's total reportable HUB Expenditures: **\$7,101,147** of **\$42,562,561!**

Our goal for Fiscal Year 2023 was **19.74%** which we missed by **3%**, therefore our new FY 2024 Goal has also decreased slightly to **19.06%**.

Our total accountable TAMU-CC annual expenditures decreased by an est. \$18 mil & our accountable HUB expenditures decreased by an est. \$4 mil, lets get back on track & exceed our new goal for FY 24!



### Top 5 HUB Expenditures Departments - FY 2023 Annual HUB

	DEPARTMENT NAME	HUB Expenditures
1	INFRASTRUCTURE & RESEARCH	\$846,778.36
2	LIFE SCIENCES	\$192,394.47
3	INFORMATION TECHNOLOGY	\$189,503.77
4	ACADEMIC AFFAIRS-PROVOST	\$183,519.75
5	BLUCHER	\$170,333.64

\*over \$100K HUB Spend & met HUB Goal\*

### Top 5 HUB Percent % Departments - FY 2023 Annual HUB

	DEPARTMENT NAME	Department HUB %
1	IT BUSINESS SERVICES	98.94%
2	STUDENT SUCCESS	92.26%
3	CENTER FOR ACADEMIC STUDENT ACHIEVEMENT	79.61%
4	COLLEGE OF ENGINEERING	74.57%
5	GRADUATE STUDIES ADMINISTRATION	65.38%

### HUB Certification

If you are aware of any possible HUB vendors please contact your HUB Coordinator to walk them through the process of becoming certified or for more information:

<https://comptroller.texas.gov/purchasing/vendor/registration/>

### What is a HUB?

A Historically Underutilized Business (HUB) is a business formed for the purpose of making a profit in the State of Texas and which at least 51 percent owned, operated, and controlled by a minority-, woman-, or service-disabled veteran.

*"Supplier diversity is all about recognizing the value of small and minority-owned businesses."*

*-Kandice Guice-*



## Tips to Improve Departmental HUB numbers

The TAMU-CC HUB Program encourages staff & faculty to make a Good Faith effort to utilize Historically Underutilized Business (HUBs) when possible. HUB certified vendors can be found for just about every item or service out there

### Give HUBs a Chance!

When comparing prices please compare apples to apples, model numbers to model numbers, that way you will surely see what vendor can provide you with the better price and savings

### Try using Punch-Outs

Punch-Out Vendors on Islanderbuy are under contract (Cooperative or System Agreements)

- Procurement Method has already been established, additional bids are not required regardless of price
- Usually, lower prices have already been negotiated due to being part of a Cooperative
- Punch-Outs = approvals in the front (automated approval flow) (Pro-active) Vs PCard= approvals after purchase (Expense Report) (Re-active)
- Punch-Out HUB vendors have already been vested & approved by TAMU and Systems

### HUBs vs Amazon

There has been a surge in Amazon purchases on PCard, Amazon is easy to use since they offer a very familiar ordering process, but are we doing our part in fulfilling our requirement in providing a "Good Faith Effort" by ensuring that HUBs are afforded an equitable opportunity to compete for all procurement activities?

Using HUBs will take us one step closer to meeting our University's HUB Program's Goal, and providing that "Good Faith Effort" **required** by the State of Texas

### HUB Goals for FY 2024

- 19.78% building / general construction
- 13.31% special trade construction
- 17.60% professional services
- 12.32% all other services contracts
- 25.13% commodity contracts (Supplies & Equipment)



## FY24 HUB Advisory Committee Members:

- Will Hobart (Chair) (Director, Procurement & Disbursements)
- Ruben Gonzalez (ex-officio) (HUB Coordinator)
- Jason Heavilin (Assistant Professor of Finance, College of Business)
- Christopher Giles (Assistant to the Vice President for Strategic Initiatives- Enrollment Management Services)
- Chris Osuch (SSC / Director of Facilities)
- Neftali Rivera (Director, University Services)
- Ricardo Reyes (Associate Director, University Center)
- Tuan Phung (Business Manager Research & Innovation)
- Deborah Zentmire (Contracts Manager)
- Bea Blomquist (Business Administrator for the Provost)
- Christine Hagen (Business Administrator, Student Engagement & Success)
- Margaret MacDonald (Business Administrator, Institutional Advancement)

